

Message Text

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PAGE 01 BAGHDA 00378 050650 Z

14

ACTION NEA-12

INFO OCT-01 ADP-00 SCEM-02 TRSE-00 INT-08 EB-11 COME-00

CIAE-00 INR-10 NSAE-00 RSC-01 L-03 AID-20 OMB-01

RSR-01 /070 W

----- 127898

R 010805 Z JUL 73

FM USINT BAGHDAD

TO SECSTATE WASHDC 439

INFO AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY TEHRAN

LIMITED OFFICIAL USE BAGHDAD 378

E. O. 11652: N/ A

TAGS: ENRG, BPRO, IZ

SUBJECT: U. S. COMPANIES BIDDING ON MAJOR PROJECTS

REF: BAGHDAD 327 (NOTAL)

1. GUS VOETELINK OF NEILL- PRICE RETURNED TO BAGHDAD JUNE 25 FOR FURTHER TALKS WITH INOC AND STATE CONTRACTING COMPANY FOR OIL PROJECTS (SCCOP) REGARDING NORTH- SOUTH HADITHA PIPELINE. IRAQI INTEREST IN AMERICAN COMPANY BID ON THIS PROJECT SEEMS INCREASINGLY SERIOUS. VOETELINK WAS ABLE TO OBTAIN TWO WEEK DELAY OF BID DEADLINE UNTIL AUGUST 4. IN ADDITION, IRAQIS GAVE HIM TOUR OF SOUTHERN IRAQ IN ARMY HELICOPTER.

2. NEILL- PRICE CONSIDER ITS MAJOR COMPETITORS TO BE ITALIANS (ENI GROUP) AND FRENCH. IRAQIS WANT TURNKEY CONTRACTOR TO DEAL WITH, BUT HAVE NO OBJECTION TO SUB- CONTRACTORS OF OTHER NATIONALITIES.

3. BROWN AND ROOT REP ALSO WAS IN BAGHDAD RECENTLY AND APPARENTLY SUBMITTED BID ON INOC' S DEEP SEA TERMINAL, ALONG
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WITH ITALIANS, JAPANESE, GERMANS, AND PROBABLY OTHERS. BID DEADLINE WAS JUNE 22 AND CONTRACT COULD BE AWARDED WITHIN NEXT MONTH.

4. RICHARD NORBERG, AREA MANAGER OF SOLAR GAS TURBINES, SUBSIDIARY OF INTERNATIONAL HARVESTER, IS IN TOWN FOR SECOND TIME IN TWO MONTHS. HE PLANS TO SUBMIT BID FOR ABOUT 10 MILLION DOLLARS WORTH OF TURBINES REQUIRED FOR N- S PIPELINE PROJECT AND IS ALSO INTERESTED IN EXIMBANK BACKING.

5. COMMENT: IRAQI INTEREST IN AMERICAN COMPANIES IS INCREASINGLY STRONG. POSITION OF AMERICAN COMPANIES WILL OF COURSE BE STRENGTHENED IF THEY ARE ABLE TO HOLD OUT POSSIBILITY OF EXIMBANK FINANCING. LOWRIE

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 JUL 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973BAGHDA00378
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730764/aaaajwjt.tel
Line Count: 80
Locator: TEXT ON-LINE
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 73 BAGHDAD 327
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 21 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21-Dec-2001 by shawdg>; APPROVED <09-Jan-2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> srp 980309
Subject: U. S. COMPANIES BIDDING ON MAJOR PROJECTS
TAGS: BPRO, ENRG, IZ
To: STATE INFO BEIRUT
JIDDA
KUWAIT
TEHRAN
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005